

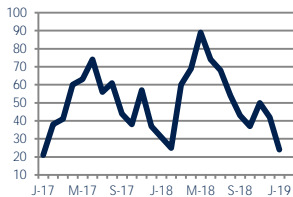
Focus On: Potomac Housing Market

January 2019

Zip Code(s): 20854

Units Sold

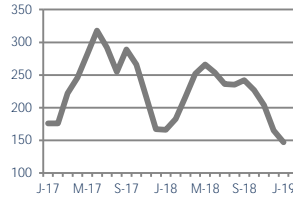
24



Down
Vs. Year Ago

Active Inventory

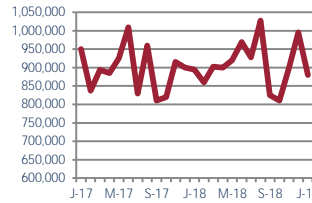
147



Down -11%
Vs. Year Ago

Median Sale Price

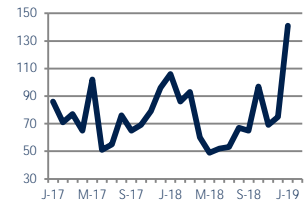
\$880,000



Down -2%
Vs. Year Ago

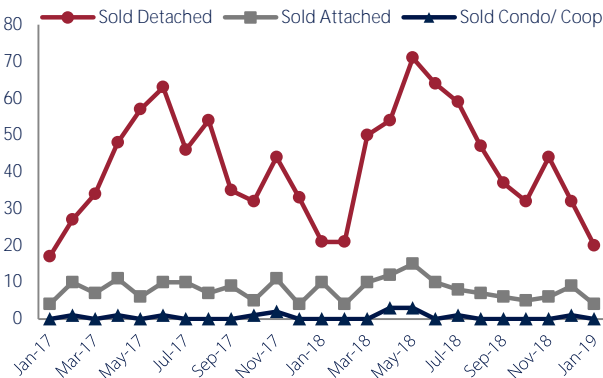
Days On Market

141



Up 33%
Vs. Year Ago

Units Sold*



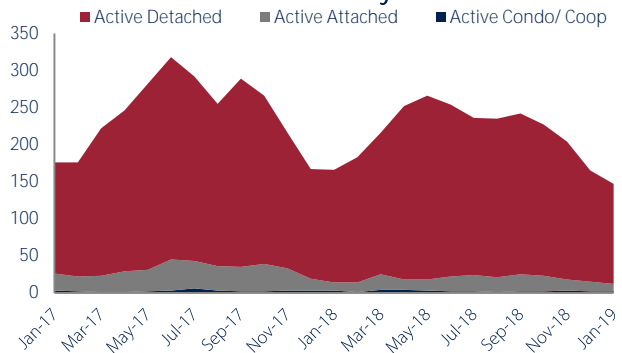
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 24 sold this month in Potomac. This month's total units sold was lower than at this time last year, a decrease from January 2018.

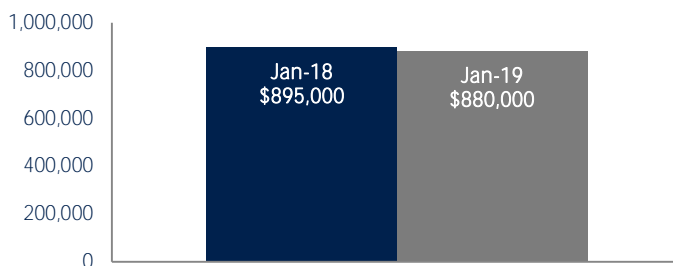
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 11%. The total number of active inventory this January was 147 compared to 166 in January 2018. This month's total of 147 is lower than the previous month's total supply of available inventory of 165, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Potomac Homes was \$895,000. This January, the median sale price was \$880,000, a decrease of 2% or \$15,000 compared to last year. The current median sold price is 12% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





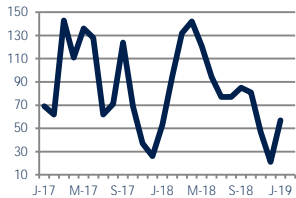
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New Listings

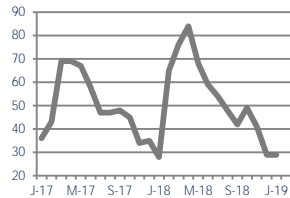
57



Up 8%
Vs. Year Ago

Current Contracts

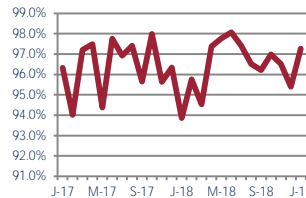
29



Up 4%
Vs. Year Ago

Sold Vs. List Price

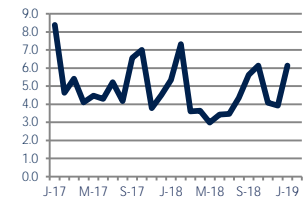
97.3%



Up 3.6%
Vs. Year Ago

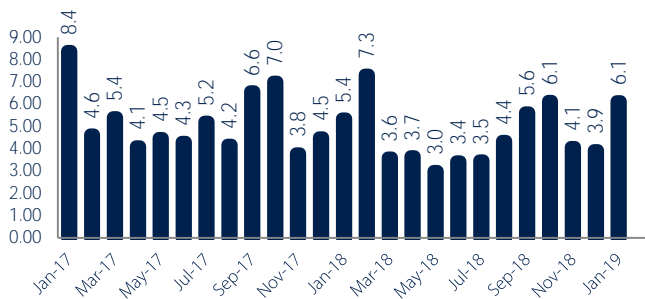
Months of Supply

6.1



Up 15%
Vs. Year Ago

Months Of Supply



Months of Supply

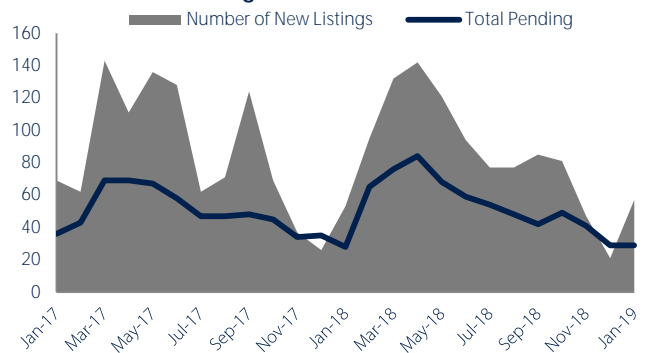
In January, there was 6.1 months of supply available in Potomac, compared to 5.4 in January 2018. That is an increase of 14% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

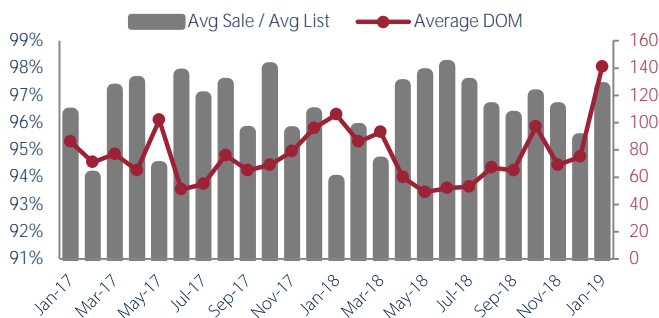
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Potomac compared to 53 in January 2018, an increase of 8%. There were 29 current contracts pending sale this January compared to 28 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Potomac was 97.3% of the average list price, which is 3.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 141, higher than the average last year, which was 106, an increase of 33%.



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